

Following Your Footsteps

Chances are your mom taught you the basics of construction using building blocks as a child. It's likely your dad taught you how to safely handle a hammer and the science behind using it as a lever to remove a bent nail. Maybe you built a tree fort with friends or a bookcase in woodshop. Some of you went to Trade School and Technical College to learn the things you can't pick up outside the classroom.

Studies show while more college tuition is spent on digital technology, the supply of techies is beginning to outweigh the demand. Simultaneously, the construction and remodeling industries are seeing a demand for skilled workers where the supply has been diminishing. Our kids are being "over-educated" with college degrees that aren't sufficient for providing one of the most basic of human needs: shelter.

There aren't enough young people entering into the skilled trades: welding, AC & Heating, electric, plumbing, landscaping, etc. Most parents steer their kids towards careers where they are told to "work smarter, not harder." They openly discourage going into the trades as some sort of "last resort job".



Well, guess what? Without the knowledge and skill sets you possess, Millennials would have no homes and Silicon Valley would have no office campuses.

The Milwaukee/NARI Foundation provides funding for equipment, continued education for you and scholarships for young people entering into the skilled trades. **The Starr Group** supports that fund through a program built with YOU in mind.

Besides protecting your business with insurance, risk transfer and safety training, The Starr Group's interest in your business goes a step beyond. Since

2008, NARI members insured through The Starr Group with **Frankenmuth Insurance** saw 1-2% of their premiums donated to the Milwaukee/NARI Foundation. You've seen our ads (below) enough to know the Foundation has received \$106,531 to date in donations supporting you and the future of your industry -- your kids.

Somewhere along the way, you learned the concepts and acquired the skills and tools needed to succeed in the construction and remodeling industry. Who are your children learning from? Will they have the same opportunities you had? Will they have the resources to follow in your footsteps? With Milwaukee/NARI Foundation and The Starr Group, the answer is "Yes"! 📌

A benefit of insuring your business through The Starr Group and Frankenmuth Insurance is the 5% discount NARI members receive on their policies. That's an article for a future issue of your NARI newsletter. Of course--if you don't want to wait for that information, call a representative at The Starr Group today 1-414-421-3800 and start benefiting from your partnership with us!

Look at what **120** of **you** have accomplished with The Starr Group insurance program for NARI members!

Total donated to date:
\$106,531

 **The STARR GROUP**
Insurance & Risk Solutions

We are proud to partner with Milwaukee/NARI Members and have the opportunity to support the future members of your organization through the Milwaukee/NARI Foundation.



For information on how YOU can contribute to this worthwhile program, contact The Starr Group today!

414-421-3800

5005 Loomis Road, Greenfield, WI 53220
www.StarrGroup.com
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 **Frankenmuth**
INSURANCE

Thank you for your participation - it does make a difference!